



## U.S. Department of State FY 2001 Country Commercial Guide: Jordan

---

The Country Commercial Guide for Jordan was prepared by U.S. Embassy Amman and released by the Bureau of Economic and Business in July 2000 for Fiscal Year 2001.

International Copyright, U.S. & Foreign Commercial Service and the U.S. Department of State, 2000. All rights reserved outside the United States.

### TABLE OF CONTENTS

- I. EXECUTIVE SUMMARY
- II. ECONOMIC TRENDS AND OUTLOOK
  - MAJOR TRENDS
  - PRINCIPAL GROWTH SECTORS
  - GOVERNMENT ROLE IN THE ECONOMY
  - BALANCE OF PAYMENTS
  - INFRASTRUCTURE
- III. POLITICAL ENVIRONMENT
  - POLITICAL RELATIONSHIP WITH THE U.S.
  - POLITICAL ISSUES AND THE BUSINESS CLIMATE
  - POLITICAL SYSTEM, SCHEDULE FOR ELECTIONS, AND ORIENTATION OF MAJOR POLITICAL PARTIES
  - POLITICAL VIOLENCE
- IV. MARKETING U.S. PRODUCTS AND SERVICES
  - DISTRIBUTION AND SALES CHANNELS; USE OF AGENTS / DISTRIBUTORS; FINDING A PARTNER
  - PRODUCT PRICING
  - FRANCHISING
  - JOINT VENTURES
  - STEPS TO ESTABLISH AN OFFICE
  - ADVERTISING AND TRADE PROMOTION
  - SALES SERVICE/CUSTOMER SUPPORT
  - SELLING TO THE GOVERNMENT
  - PROTECTION FROM IPR INFRINGEMENT
  - PERFORMING DUE DILIGENCE
- V. LEADING SECTORS FOR U.S. EXPORTS AND INVESTMENT
  - BEST PROSPECTS FOR NON-AGRICULTURAL GOODS AND SERVICES

- BEST PROSPECTS FOR AGRICULTURAL PRODUCTS
- 2000 EXPECTATIONS

#### VI. TRADE REGULATIONS, CUSTOMS, AND STANDARDS

- TRADE BARRIERS, TARIFF AND NON-TARIFF BARRIERS
- CUSTOMS VALUATION
- IMPORT TAXES AND OTHER RELATED FEES
- IMPORT LICENSES
- TEMPORARY ENTRY
- IMPORT/EXPORT DOCUMENTATION
- LABELING/MARKING REQUIREMENTS
- PROHIBITED IMPORTS
- RESTRICTED IMPORTS
- SPECIAL IMPORT PROVISIONS
- EXPORT CONTROLS
- STANDARDS (ISO 9000 USAGE)
- FREE TRADE ZONES/WAREHOUSES
- MEMBERSHIP IN FREE TRADE ARRANGEMENTS
- CUSTOMS DEPARTMENT CONTACT INFORMATION

#### VII. INVESTMENT CLIMATE

- OPENNESS TO FOREIGN INVESTMENT
- CONVERSION AND TRANSFER POLICIES
- EXPROPRIATION AND COMPENSATION
- DISPUTE SETTLEMENT
- JORDAN'S LEGAL SYSTEM
- PERFORMANCE REQUIREMENTS/INVESTMENT INCENTIVES
- RIGHT TO PRIVATE OWNERSHIP AND ESTABLISHMENT
- TRANSPARENCY OF THE REGULATORY SYSTEM
- CAPITAL MARKETS AND PORTFOLIO INVESTMENT
- CORRUPTION
- BILATERAL INVESTMENT AGREEMENTS
- OPIC AND OTHER INVESTMENT INSURANCE PROGRAMS
- LABOR
- FOREIGN TRADE ZONES/FREE PORTS
- QUALIFYING INDUSTRIAL ZONES (QIZ)

#### VIII. TRADE AND PROJECT FINANCING

- DESCRIPTION OF THE BANKING SYSTEM
- GENERAL FINANCING AVAILABILITY, TERMS OF PAYMENT AND INSURANCE
- BANKS WITH CORRESPONDENT U.S. BANKING ARRANGEMENTS

#### IX. BUSINESS TRAVEL

#### X. ECONOMIC AND TRADE STATISTICS

- APPENDIX A: COUNTRY DATA
- APPENDIX B: DOMESTIC ECONOMY
- APPENDIX C: TRADE
- APPENDIX D: INVESTMENT STATISTICS

#### XI. U.S. AND COUNTRY CONTACTS

- RELEVANT WEB PAGES

## XII. MARKET RESEARCH AND TRADE EVENTS

### I. Executive Summary

Under the leadership of King Abdullah, Jordan has demonstrated its commitment to economic reform, especially in the areas of privatization and in improving the investment climate. In April 2000, Jordan acceded to the World Trade Organization (WTO), a process which entailed extensive legislative and regulatory reform. The government has partially privatized the national telecommunications company and the state-owned cement firm, and is in the process of privatizing the national airline. In addition, Jordan and the U.S. are currently negotiating a Free Trade Agreement (FTA) which will eliminate trade barriers between the two countries over a period of years.

Reforms to the customs, taxation, and investment laws have improved Jordan's business climate. Investors have shown interest in Qualifying Industrial Zones (QIZs), which are industrial parks that can export products to the U.S. duty free if 35% of the product's content comes from the QIZ, Israel, and/or the West Bank/Gaza. QIZ factories have created more than 6,000 jobs, and the number is expected to continue increasing rapidly. The government is also developing the port of Aqaba as a Special Economic Zone (SEZ), with low taxes, minimal bureaucracy, and investor-friendly policies.

In 1999-2000, Jordan's intellectual property (IP) laws were upgraded to meet international standards and are now regarded as TRIPS-consistent. As a result, Jordan was removed from the United States Trade Representative's Special 301 "Watchlist" of countries having inadequate intellectual property protection. However, effective enforcement mechanisms and legal procedures have not yet been fully established. As a result, U.S. companies continue to lose sales to unauthorized reproductions of copyrighted and patented products.

Jordan is in the second year of a three-year International Monetary Fund (IMF) structural reform program. In addition, the government has rescheduled its foreign debt on favorable terms through the Paris Club.

As a result of these reforms, real gross domestic product (GDP) is expected to grow approximately three percent in 2000 after four years of sluggish growth. Drought conditions for the third consecutive year will damage agricultural output and thus food imports will increase. The government's budget deficit is likely to exceed its target due to the higher price of imported oil.

The U.S. Government has encouraged Jordan to continue moving forward on its economic reform program, as illustrated by the following:

- Jordan and the U.S. are currently negotiating a Free Trade Agreement (FTA);
- In 1999, the two countries signed a Trade and Investment Framework Agreement (TIFA), which seeks to remove impediments to trade and investment;
- The U.S. and Jordan have a Bilateral Investment Treaty (BIT), which protects investors and establishes procedures for resolving investment disputes;

-- Annual cash transfers from the U.S. Agency for International Development (USAID) are conditioned on the implementation of specific policy reforms aimed at speeding privatization, developing capital markets and improving the investment climate. In addition, USAID supports a comprehensive set of economic reform and private enterprise development activities aimed at implementing policy reforms and improving the overall business climate for trade and investment.

Opportunities for U.S. investors in the near future include the government's tender to develop the Risha natural gas field, opportunities in Jordan's small but growing information technology sector, and further privatizations of state-owned companies in transport and energy. Qualifying Industrial Zones are expected to prosper in 2000-2001, and a Jordan-U.S. Free Trade Agreement will result in significant opportunities for U.S. interests.

Country Commercial Guides are available for U.S. exporters from the National Trade Data Bank's CD-ROM or via the Internet. Please contact STAT-USA at (800) 782-8872 for more information. Country Commercial Guides can be accessed via the World Wide Web at [www.stat-usa.gov](http://www.stat-usa.gov), [www.state.gov](http://www.state.gov) and [www.mac.doc.gov](http://www.mac.doc.gov). They can also be ordered in hard copy or on diskette from the National Technical Information Service (NTIS) at (800) 553-6847. U.S. exporters seeking general export information/assistance and country-specific commercial information should contact the Department of Commerce, Trade Information Center by phone at (800) 872-8723, or by fax at (202) 482-4473.

## II. Economic Trends and Outlook

### -- Major Trends and Outlook

Sluggish economic growth since 1996 coupled with a high population growth rate (averaging 3.3% over the same period) means that Jordanians have been experiencing a decline in their living standards in real per capita terms for five consecutive years. Economic growth estimates for the real gross domestic product (GDP) in 2000 hover around 3%. Real GDP at market prices grew by 1.9% in 1999, 1.7% in 1998 and 1.3% in 1997.

Joblessness continues to be a major problem. Although the government claims that unemployment is below 15%, unofficial estimates put the figure at 25% or more. This year, a record number of young Jordanians, estimated around 120,000, is expected to join the workforce.

During 2000, foreign and domestic investments are expected to show some signs of recovery from its recent stagnation. The low rate of investment was due to several factors, including investor uncertainty over regional stability; government budgetary constraints; a difficult commercial and legal environment; a modest-sized market; burdensome regulations (which are being relaxed); and high lending rates. However, further progress in the Middle East peace process could have a positive effect on attracting investor interest in Jordan.

Despite a favorable 1999 rescheduling agreement with the Paris Club, Jordan still carries an external debt burden estimated at \$7.0 billion at the end of April 2000 (about 92% of GDP). The government is committed to use some of the proceeds from privatization sales to reduce its debt load.

Foreign exchange reserves were at a record high of about \$2.7 billion at the end of March 2000, equal to 8.3 months of imports. The exchange rate remained fixed at 1.41 \$/JD, a rate maintained since 1995. Since mid-1999, the Central Bank of Jordan (CBJ) has been trying to relax monetary policy (i.e., lower interest rates) to jump-start the economy. However, banks have been slow in lowering their lending rates, and CBJ's maneuvering room is limited by the need to keep a differential between U.S. interest rates (which are currently on the rise) and JD rates.

Jordan's accession to the WTO in April 2000 was the culmination of the government's efforts late last year to adopt various trade-related legislative reforms. Reforms were instituted in the customs authority, the tax authority, and in patent, copyright and trademark protection. However, the lack of adequate enforcement of newly enacted IPR laws means that the majority of audio and video cassettes and software traded on the local market remain pirated.

Jordan continues to make progress on privatization. French interests have bought parts of the Jordan Cement Factories Company (1998) and the Jordan Telecommunications Company (2000), acquiring managerial control of both firms. The Aqaba Railway Corporation was leased to an American consortium, and Jordan's first independent power project (IPP) was awarded to the Belgian firm Tractabel on the basis of a build-own-operate (BOO) agreement. In addition, the government is seeking a strategic foreign partner to buy a 49% stake of Royal Jordanian (RJ) Airline's operating division, while selling off the five non-core RJ businesses. Opportunities for private sector participation in the water sector are also expected to appear in 2001.

#### -- Principal Growth Sectors

Mineral resources, pharmaceuticals, tourism, and telecommunications/information technology are the likely sectors for growth. An increase in light manufacturing can also be expected as the Qualifying Industrial Zones increase production. A loosening of the international sanctions against Iraq would increase the sale of light manufactured goods to that market, which in the past was Jordan's largest export customer.

Mining and mineral extraction are poised for continued expansion. Mineral production in Jordan is dominated by four industries: phosphate, potash, cement and construction. It accounts for around \$800 million in sales or 10% of GDP. Foreign companies have invested, or are in the process of investing in, the production of chemicals derived from phosphates and potash. The U.S.-based Albemarle Corporation has invested in a joint venture with a Jordanian partner to extract bromine and other chemicals from the Dead Sea. The Norwegian company Norsk-Hydro plans to build a multi-million dollar facility to produce fertilizers and phosphoric acid in Aqaba. A Danish and a Canadian company have invested in other mineral projects. There are also prospects for the mining of silica, gypsum, limestone, zeolite, and oil shale.

Although the pharmaceutical industry's export growth remained flat in 1999, pharmaceuticals are Jordan's fourth-largest export, after phosphate, potash and fertilizers. With a population of around five million people, Jordan has 17 operating pharmaceutical manufacturers. Jordan's accession to the WTO, and the coming into force of world-standard patent protection, are pushing the industry towards consolidation. Jordanian firms are already on the lookout for licensing agreements and joint ventures with foreign companies. One such deal was recently struck between Bio-Technology General Corp. and Al-Kindi Pharmaceuticals of Jordan.

Revenues from tourism (around 10.8% of GDP in 1999) constitute a major portion of Jordan's foreign exchange earnings and are expected to hit the \$1 billion mark for the first time in 2000. The number of international visitors has increased steadily over the past several years – by 8.1% in 1999 and by a staggering 42.4% in the first quarter of 2000 compared to the same period of 1999. The millennium phenomena and the Pope's visit to Jordan explain some of this sharp rise. Hotel construction continues to boom, with around 90 new hotels built over the past four years. However, there is concern about market saturation, especially as occupancy rates in three star hotels remain relatively low.

Jordan's telecommunications sector is poised to expand due to the increasing popularity of cellular phones; the launching of a second cell phone network, MobileCom, in September 2000; continued expansion of Internet usage; the recent privatization of JTC, and the connection in Aqaba to a worldwide fiber-optic network. Furthermore, Jordan's information technology sector continues to show promise. With 2,400 IT-related graduates each year (one of the world's highest percentages of total population), Jordan has a pool of human resources to expand this sector. Growth in the software industry, already growing at 30% a year, is expected to accelerate.

#### -- Government's Role in the Economy

Government expenditure accounted for about 37% of GDP in 1999, and is budgeted to remain around that level for 2000. Central Bank statistics indicate that the public sector's share of total consumption exceeds 26%, and the government remains the country's largest single employer. Despite recent reforms, government red tape, over-regulation, and inefficiencies are still a concern for businesses and investors in Jordan. However, the government is committed to open up the economy. Aqaba has been designated as a Special Economic Zone (SEZ), and most remaining government-owned enterprises are slated for privatization except for those in the mining sector (phosphate and potash).

#### -- Balance of Payments

Jordan enjoyed a balance of payments surplus of around 8.5% of GDP in 1999, due to: 1) a decrease in imports, 2) more than \$300 million in foreign grants, and 3) a large inflow of remittances from Jordanians working abroad. Other sources of foreign exchange include tourism and phosphate and potash exports. Jordan suffers from a chronic trade deficit, with annual imports usually amounting to more than double the exports. The first quarter of 2000 saw an increase in this deficit by around 30% compared to the same period of 1999.

#### -- Infrastructure

Road connections with Syria and Saudi Arabia are good. Transportation links with the Palestinian authority and Israel are less developed but adequate. There is truck traffic across all borders of the Kingdom. Jordan has built new customs posts at the border with Syria and at the Sheikh Hussein Bridge crossing with Israel. Modern cargo-handling facilities exist at the port of Aqaba. Jordan's two international airports, Queen Alia outside Amman and Aqaba Airport, provide excellent facilities for cargo traffic.

Although electrical supply is relatively reliable, blackouts and brownouts occur occasionally. In the summer, water is often rationed. In Amman, municipal water sometimes flows only one day per week during the summer, but most buildings have tanks or cisterns that hold several days' supply. A drought continues to buffet the region for a third successive year.

Communications have improved significantly, with widespread cellular telephone coverage, and easier access to public pay-phones and dedicated lines for homes and offices. The partial privatization of JTC and reform of the telecommunications sector will further improve communications. The September 2000 launch of MobileCom, Jordan's second cellular telephone company, will bring further improvement to such services. Access to the Internet and electronic mail is available in major cities; however the top speed for residential access is limited to 33.6 kbps. ISDN lines, although expensive, are available for business and home use.

### III. Political Environment

#### -- Nature of Political Relationship with the United States

The United States and Jordan have enjoyed a strong bilateral relationship since the 1940's. During the last fifty years, the U.S. has been one of Jordan's largest trading partners and has provided substantial economic and military assistance. Regional tensions related to the Iraqi invasion of Kuwait buffeted the U.S.-Jordan relationship in the early 1990's. However, close collaboration on the Middle East peace process and King Hussein's decision in 1994 to sign a full peace treaty with Israel largely restored the relationship. Since that time, the U.S. has repeatedly restated its commitment to assist Jordan as part of a larger effort to promote a comprehensive peace in the region. The strong support shown by the U.S. during the transition period following the death of King Hussein in 1999 and during the first year of King Abdullah's reign is further evidence of that commitment.

#### -- Major Political Issues Affecting the Business Climate

In addition to uncertainty caused by the peace process, the local business climate has been affected by U.N. Security Council Resolutions prohibiting trade with Iraq. As Jordan's second-largest export market (especially for light manufacturing) and the only source of petroleum products at concessionary prices, there is great domestic pressure to expand trade opportunities with Iraq. Prospects have improved somewhat through limited trade with Iraq under U.N. Security Council Resolution 986 and subsequent resolutions (oil-for-food program). However, competition from other countries, as well as the declining level of income in Iraq, has limited Jordan-Iraq trade. Jordan's regional trade relations, strained during the Gulf War, have been largely rebuilt with Saudi Arabia and Gulf nations (including Kuwait) through the determined efforts of King Abdullah. Trade with the West Bank, Gaza and Israel remains limited due to non-tariff barriers and the complicated nature of trilateral Jordan-PNA-Israel relations.

#### -- Political System, Schedule for Elections, and Orientation of Major Political Parties

Jordan is a constitutional monarchy ruled since early 1999 by King Abdullah II. Under the constitution, power is vested in the King and the Parliament, which consists of the Senate and the Chamber of Deputies (or Lower House). The Senate is comprised of 40 appointed members, while the Chamber of Deputies has 80 elected members. The King appoints the Prime Minister and members of the Senate. The King also appoints cabinet ministers in consultation with the Prime Minister. Jordan's current Prime Minister, Ali Abul Ragheb, was appointed by King Abdullah in June of 2000.

Jordan's last parliamentary elections were held in November 1997. Representatives serve four-year terms. Political parties were legalized in 1992 and approximately 20 are licensed, but they do not exert a great deal of influence on Jordanian political life. Tribal

affiliation has a predominant role in electoral politics, with only five candidates with declared party affiliation elected in 1997. To protest the current election law, which favors rural, tribal candidates at the expense of urban Palestinians, most of the opposition parties boycotted the 1997 elections. This included the political wing of the Muslim Brotherhood, the Islamic Action Front, which is the largest political party in Jordan. Most other political parties are personality-based or have leftist/pan-Arab orientations. The next round of Parliamentary elections is scheduled for November 2001.

#### -- Political Violence

There have been very few incidents in Jordan over the past few years involving politically motivated damage to projects and/or installations. However, in December 1999, the government of Jordan announced the arrest of a group of individuals believed to be planning terrorist operations in Jordan. The full dimensions of the threat are still not known. While the U.S. has confidence in the government of Jordan's ability to address these threats, it cannot be ruled out that terrorist elements may remain at large.

Despite long-standing tensions with some neighboring states, relations with regional leaders and groups have warmed significantly under King Abdullah.

### IV. Marketing U.S. Products and Services

#### -- Distribution and Sales Channels; use of Agents/Distributors; Finding a Partner

Following Jordan's accession to the WTO, a new draft Commercial Agents and Intermediaries Law is being prepared which will make the law compatible with WTO requirements. The current Commercial Agents Law stipulates that no foreign firm may import goods into the country without appointing a registered agent (see below for the exception for weapons). The agent's connection to the foreign company must be direct, without a sub-agent or intermediary. Except for the basic definitions explained in the commercial code, there are no regulations governing the contract between the foreign firm and the commercial agent.

The most significant provisions affecting the principal/agent relationship are:

- Agents or distributors of foreign companies are always entitled to compensation for unjustified termination of the agency contract, notwithstanding any agreement to the contrary;
- The courts have jurisdiction over all disputes arising out of the agency or distributorship contract, notwithstanding any agreement to the contrary. However, the choice of foreign law to govern the agency/distributorship arrangement between the parties is permitted and respected by the Jordanian courts.

The new law may allow for foreign arbitration in certain disputes arising from agency and distributorship contracts.

A foreign company that sells arms or munitions may contract a local representative, but cannot appoint an "agent" and pay commissions. All arms and munitions sales must be made directly to the Government of Jordan.

Once an agency contract is signed, the agent must take the agreement to the Registrar of Companies at the Ministry of Industry and Trade. The ministry issues a registration



number, which must be cited in all subsequent import license applications for goods governed by the contract.

Most agents are located in Amman. There are no restrictions on appointing more than one distributor or re-seller in the country.

#### -- Product Pricing

Local importers base their pricing on the export price, freight costs, applicable import tariffs and taxes, the sales tax and profit margin. Recently, policies on customs valuation have been made compatible with Article VII of the GATT code, which limits the scope for arbitrary assessment. However, U.S. manufacturers and suppliers should coordinate with local representatives before assigning a final price to a product. Out of every 10 customs valuation disputes, nine cases are held up by disagreement over the invoice price. It remains a customs officer's prerogative to reject an exporter's invoice price, which could result in fines or a higher assessed value.

#### -- Franchising

Local investors are increasingly interested in franchising, especially in services and the fast food industry. Despite the economy's slow growth, the local market remains enthusiastic about U.S. franchises. U.S. retail and service franchises have increased dramatically in the last several years. Examples include Subway, Pizza Hut, Popeye's, KFC, Baskin Robbins, McDonald's, Fuddruckers, Dunkin' Donuts, and most recently, Burger King.

#### -- Joint Ventures

Joint ventures with Jordanian partners are one means of penetrating the local market. The advantage lies in the Jordanian partner's market experience, which helps in bridging cultural gaps when conducting business. They are also essential in the services sector where foreign ownership/share of companies cannot exceed 50%.

One of Jordan's two mobile phone companies is a U.S./Jordanian joint venture. Other joint ventures exist in the Al Hassan Industrial Estate QIZ and the mining and contracting sectors of the economy. Over the past year, Jordan Bromine has been set up as a joint venture between Arab Potash and the U.S. firm Albemarle Corporation. Joint ventures in mining and contracting require 50% local partnership (see section vii: investment climate).

#### -- Steps to Establish an Office

The companies act of 1997 provides guidance for registering foreign companies and establishing regional and representative offices. The law distinguishes between two types of foreign companies: those operating in the Kingdom and those not operating in the Kingdom. The former includes foreign firms that have established branch offices in Jordan. The latter includes representative (i.e. regional) offices, which are not permitted to act as commercial agents or middlemen for business activities in Jordan. However, they are allowed to serve as liaisons between head offices and Jordanian or regional clients.

The companies act allows foreign companies to establish branch offices and operate as freely as any registered Jordanian company.

## -- Advertising and Trade Promotion

U.S.-style contests, giveaways, drawings and other creative promotions are gaining popularity as consumers become more sophisticated and competition increases. U.S. exporters can participate in local exhibitions and advertise in newspapers, television, radio, and business journals as a means to locate agents, distributors or buyers. Billboards and electronic screens are also in widespread use. The main local newspapers include:

- Jordan Times (English daily)
- Al-Rai (Arabic daily)
- Al-Dustour (Arabic daily)
- Al-Aswaq (Arabic daily)
- Al-Arab al-Yawm (Arabic daily)

## -- Sales Service / Customer Support

Service and customer support are important selling points in Jordan. U.S. firms that compete with European and Asian suppliers find that workshops and training seminars for local agents or sub-contracting firms are useful sales tools.

## -- Selling to the Government

The General Supplies Department is the government's procurement agency. A local agent/distributor or representative must be appointed to act on the behalf of any potential American supplier for local tenders. Direct bids for tenders financed by international donors or the World Bank may be permitted as stated in tender documents.

## -- Protecting Your Product from IPR Infringement

Prior to its accession to the World Trade Organization in April 2000, Jordan passed several new laws to improve protection of intellectual property (IP). Patents, copyrights, trademarks, trade secrets, plant varieties and semiconductor chip designs are now protected by TRIPS-consistent laws. However, effective enforcement mechanisms and legal procedures have not yet been fully established. As a result, the majority of videos and software sold in the marketplace is pirated.

The law requires registration of copyrights, patents and trademarks. Copyrights must be registered at the National Library, part of the Ministry of Culture. Patents must be registered with the Registrar of Patents and Trademarks at the Ministry of Industry and Trade.

Jordan's pharmaceutical industry, which in the past profited greatly from the unlicensed copying of pharmaceuticals, is now required to abide by the new TRIPS-consistent patent law which outlaws pirating. Jordanian firms are now seeking joint ventures and licensing agreements with multinational partners to assure their profitability under the new patent regime.

## -- Performing Due Diligence

U.S. companies interested in contracting local agents should conduct due diligence prior to signing any contracts. The Embassy's commercial section is able to conduct confidential background checks on local companies via an International Company Profile (ICP), a fee-based service available through the U.S. Department of Commerce or directly through the Embassy. In addition, there are a number of internationally

recognized accounting and auditing firms in Jordan that can provide research into local companies.

#### V. Leading Sectors for U.S. Exports and Investment

##### -- Best Prospects for Non-Agricultural Goods and Services

##### Telecommunication Services

	1997	1998	1999
	-----	-----	-----
Total Market Size (Gross Output in USD millions)	286.4	355.6	N/A

(The above statistics are unofficial estimates)

Prior to its partial privatization, the government awarded Jordan Telecommunications Company (JTC) additional licenses to provide the following services: cellular phone, fixed line, Internet/data, paging, pay phones, and trunking. Its mobile phone affiliate MobileCom will start operations in September 2000. The expected improvement in services and the opening up of the sector to free competition in 2004 will offer ample business and investment opportunities.

U.S. companies selling communications hardware, software, and services will find a rapidly expanding market in Jordan. Competition in this field comes from European and Asian equipment and service providers.

Jordan's information technology sector should continue to expand rapidly. Opportunities for licensing and out-sourcing abound.

##### Pharmaceuticals

(In USD millions)	1997	1998	1999
	-----	-----	-----
Total Local Production (Gross value-added)	66.27	77.8	n/a
Total Exports (Domestic & Re-exports)	203.6	150.9	148.7
Total Imports	106.2	112.8	124.8
Imports from the U.S.	7.2	7.4	7.7

(The above statistics are unofficial estimates. The above category includes all pharmaceutical products and preparations listed under chapter number 30 in the U.S. Harmonized Tariff Schedules [USHTS].)

Although the pharmaceutical industry's export-growth remained flat in 1999, the top companies continued to report strong profits, while other, newer companies had mixed results. Being Jordan's fourth-largest export; this sector has modern plants, regional marketing channels and a skilled, low-cost workforce. With 17 operating pharmaceutical manufacturers, there is an excess of production capacity.

Jordan's accession to the WTO, and the coming into force of world-standard patent protection, are pushing the industry towards consolidation. Jordanian firms have started the search for licensing agreements and joint ventures with foreign companies. The demand for imported, patented medicines will inevitably continue to increase.

##### Electrical Machinery and Non-Electrical Machinery

(In USD millions)	1997	1998	1999
	-----	-----	-----
Total Local Production (Gross value-added)	43.1	53.4*	N/A
Total Exports (Domestic & Re-exports)	117.2	145.6	191.2
Total Imports	714.0	641.8	578.2
Imports from the U.S.	92.0	84.3	83.3

\* Preliminary estimates

Out of total imports from the U.S. in 1999, \$15 million was medical equipment (H.S. code 90).

(The above statistics are unofficial estimates. The above category includes all types of machinery and equipment, whether electrical, non-electrical, and/or mechanical appliances listed under chapters number 84, 85 and 90 in the U.S. Harmonized Tariff Schedules [USHTS].)

The market in electrical and non-electric machinery, including medical equipment, offers great opportunity for U.S. producers. Jordan is making an effort to become a regional center for health care, and is constructing modern state-run and private hospitals and other medical facilities. In addition, as Jordanian industry modernizes and private consumption increases, demand for U.S.-made capital goods will remain strong. Competition in this sector comes from European and Asian producers.

#### Transport Equipment / Spare Parts

(In USD millions)	1997	1998	1999
	-----	-----	-----
Total Local Production (Gross value-added)	8.1	6.0	N/A
Total Exports (Domestic & Re-exports)	109.4	100.2	105.6
Total Imports	495.9	529.7	517.2
Imports from the U.S.	79.8	87.3	72.9

Out of total imports from the U.S. in 1999, \$12.1 million was motor vehicles and \$59.6 million was aircraft parts.

(The above statistics are unofficial estimates and includes all passenger automobiles, motor vehicles and all other categories of sea and air transport equipment listed under chapters number 86 through 89 in the U.S. Harmonized Tariff Schedules [USHTS].)

Demand for transport equipment and spare parts is expected to grow because of the country's aging cargo and passenger vehicle fleet. Currently, around 400 tanker trucks per day carry crude oil from Iraq to Jordan's only refinery, in Zarqa. Most vehicles are of Asian or European origin; Mercedes dominates the heavy vehicle and luxury car market. With the merger of Chrysler and Daimler-Benz, more vehicles and parts may, in the long term, originate from the U.S.

With the privatization of Jordan's national airline, Royal Jordanian, underway, opportunities will open up for U.S. exporters with respect to air-transport equipment and spare parts. Of Royal Jordanian's non-core businesses, the engine overhaul and maintenance divisions, which will also be put up for sale separately, may offer opportunities to U.S. buyers.

## -- Best Prospects for Agricultural Products

Jordan produces only 10% of its overall grain needs. Therefore, the country has an ongoing need for imported grains.

### WHEAT

(In USD millions)	1997	1998	1999
	-----	-----	-----
Total Market Size	119.0	129.2	77.5*
Total Local Production	11.3	2.5	4.1*
Total Exports	0	0	0
Total Imports	107.7	126.7	68.0
Imports From the U.S.	57.1	36.2	55.6

Wheat is Jordan's largest crop in terms of land cultivated. During 1999, Jordan imported 385,627 tons of wheat, estimated at \$68 million. The U.S. was the major supplier accounting for 91% of total imports. Romania supplied the other 9% of wheat imports. Jordan only imports hard red winter wheat No. 2 or its equivalent.

\* Preliminary estimates

### BARLEY

(In USD millions)	1997	1998	1999
	-----	-----	-----
Total Market Size	83.3	68.3	81.4*
Total Local Production	3.2	1.5	2.4*
Total Exports	1.2	0	0
Total Imports	81.3	66.8	79.0
Imports From the U.S.	7.8	0	0

Jordan produces barley in rain-fed areas. Due to nearly three years of drought, barley production has dropped to only 3% of total consumption. Major suppliers during 1999 were Germany, France and Sweden.

\* Preliminary estimates

### MAIZE (CORN)

(In USD millions)	1997	1998	1999
	-----	-----	-----
Total Market Size	37.0	61.7	52.4*
Total Local Production	0	0	0*
Total Exports	1.2	0	0
Total Imports	37.0	61.7	52.4
Imports From the U.S.	12.0	20.0	11.5

Jordan's locally produced corn is used mostly as corn-on-the-cob for human consumption and does not exceed 500 tons. Consumption of corn as feed is for poultry. Major suppliers were Argentina and the U.S.

## RICE

(In USD millions)	1997	1998	1999
	-----	-----	-----
Total Market Size	44.5	35.2	47.5*
Total Local Production	0	0	0*
Total Exports	0	0	0
Total Imports	44.5	35.2	47.5
Imports From the U.S.	12.0	17.5	15.5

Jordan does not produce rice. It is a medium grain rice market. Jordan's domestic consumption is estimated at 80,000 tons per year. Rice is imported freely by the private sector. Major suppliers in 1999 were the U.S., Australia and Egypt. Annual imports of parboiled long grain rice are in the range of 5,000 metric tons, mainly of U.S. origin, but also from India and Pakistan. Annual imports of basmati and other types of long grain rice are approximately 3,000 tons, mainly from India, Thailand, Pakistan and the U.S.

(The above statistics are unofficial estimates and include items under chapter number 10:11/30/59/63 in the U.S. Harmonized Tariff Schedules [USHTS].)

## EXPECTATIONS

For the second year in a row, Jordan experienced one of its worst droughts during the 1999/2000-rainfall season. The government estimates that this season's total rainfall will be about 54% of the normal average. The drought is expected to have a significant negative impact on agricultural production. It has already adversely affected the summer rain-fed vegetables and fruit trees, forests, grazing ranges, fodder and livestock. Therefore, Jordan is requesting assistance in the form of loans and grants from donor countries. The U.S. in the past year provided Jordan with 180,000 tons of wheat under the Section 416(b) program, in addition to a commercial loan of \$40 million for wheat purchases.

(All the above statistics should be considered estimates, but are indicative of long term trends.)

Source: Department of Statistics

## VI. Trade Regulations and Standards

## -- Trade Barriers, Tariff &amp; Non-Tariff Barriers

Jordan's accession to the WTO provoked a legislative frenzy of new regulations aimed at making its trade regulations compatible with WTO requirements. The government committed itself to phase out bilateral trade protocols with many Arab and non-Arab countries that are inconsistent with WTO. Although enjoying U.S. Generalized System of Preferences (GSP) and Normal Trade Relations status, Jordan does not provide reciprocal treatment for goods imported from the United States. This is likely to change if Free Trade Agreement (FTA) talks with the U.S. government bear fruit.

Although most imports are subject to tariffs and duties, capital equipment imported by licensed industrial projects is exempt. The ceiling on all duties was brought down to 30% as of March 2000, with a 10% ceiling on materials used as industrial inputs. Most supplementary customs taxes, fees and duties on regular imports have been abolished.

However, automobiles and certain imported luxury goods (tobacco, alcohol, etc.) are still charged additional sales taxes, which have also been reduced recently (for details, see sub-section: “import taxes and other related fees”).

#### -- Customs Valuation

The customs law of 1999 was amended in March 2000 to include WTO-compliant criteria for customs valuation (which is based on certified invoices) and to make the valuation process clearly defined and more transparent. The law restricts customs officers’ mandate to use arbitrary valuation but still rewards those who uncover invoice misreporting and impose penalties on importers.

The customs valuation price is CIF-based. The value of the imported good is converted into JD at the official central bank exchange rate (1 JD = USD 1.41). In some cases, invoice or export discounts have been included in the valuation by the customs department. Still, the exporter should consult the local importer to determine how to best grant any such discounts or rebates.

#### -- Import Taxes and Other Related Fees

Customs tariffs are based on the Harmonized System coding practice. Commodities fall under one of five different tariff rates: zero, 5%, 10%, 20%, and 30%, with the exception of tobacco and alcoholic beverages which are subject to a tariff range of 50–150%, and unwrought gold which is subject to a 0.5% tariff rate. The tariff schedule may be accessed at the following web-site:

[www.customs.gov.jo/frametariffs.html](http://www.customs.gov.jo/frametariffs.html)

In addition to customs duties, both imported products and locally produced goods are subject to a 13% general sales tax. Some imports and locally produced goods are subject to a supplementary sales tax, while others are fully exempt. A complete description of these commodities is listed under the general sales tax law, which may be accessed at:

[www.customs.gov.jo/next.html](http://www.customs.gov.jo/next.html)

The government is considering instituting a value-added tax (VAT) in place of the present general sales tax by the end of the year 2000.

#### -- Import Licenses

Import licenses are required for imports of:

- Non-commercial shipments exceeding JD 2,000 in value;
- Foreign cigarette brands;
- Biscuits of all types;
- Mineral water;
- Dried milk for industry and used tires;
- Certain goods imported from Syria with which Jordan has special trade balance arrangements;
- Items requiring prior clearance from specific authorities (for a complete list, see “special import provisions”)

Goods entering the country under temporary entry status, bonded goods and goods benefiting from the investment promotion law are exempt from import licenses.

All Jordanian and foreign trading companies must obtain an importer's card from the Ministry of Industry and Trade for customs clearance purposes. At the Ministry a complete and updated list of all import requirements and provisions is periodically issued. For non-trading entities such as banks, hospitals and hotels, the ministry issues a special, "limited" card that allows the import of goods specific to that entity's purpose.

#### -- Temporary Entry

U.S. and Jordanian businesses are treated equally with regard to temporary entry rights. Foreign industrial inputs, raw materials, semi-manufactured inputs used in manufacturing for export purposes, as well as containers and wrapping material used for packaging domestic produce, can be granted temporary entry status for a maximum three year period, subject to approval by the customs department and the submission of a bank guarantee.

Temporary entry exemptions may be obtained by submitting a written request, accompanied by supporting documentation, to the customs department.

Imported primary, secondary, or complementary inputs used in the production of export goods are exempt from custom duties and all additional import fees on a reimbursable or "drawback" basis.

#### -- Import / Export Documentation

According to the Customs Law, every customs declaration must include the following:

- Maritime or air bill of lading.
- Commercial invoice indicating value, weight, freight and insurance charges etc. All invoices should be notarized by the Jordanian diplomatic mission in the country of origin. Certification by the local chamber of commerce is sufficient, subject to the approval of the customs department director, in cases where a Jordanian consulate is not available.
- A notarized certificate of origin issued by the relevant authority in the exporter's local area.
- Value declaration form for shipments exceeding JD 2,000 (\$2,820).

The customs department may request other documents related to the shipment as needed. All invoices should describe the imported goods in Arabic.

#### -- Labeling / Marking Requirements

Imported products must comply with labeling and marking requirements issued by the Institute of Standards and Metrology and relevant government ministries. These labeling and marking requirements have been made to conform to the relevant WTO directives. Different regulations apply to imported foodstuffs, medicines, chemicals and other consumer products. Importers are responsible for informing foreign suppliers of any applicable labeling and marking requirements.

#### -- Prohibited Imports

The government bans the import of plastic waste, the narcotic plant "qat", diesel passenger cars, and cargo vehicles over ten years old.



## -- Restricted Imports

Imports of raw leather are restricted to the Jordan Tanning Company; crude oil and its derivatives (except metallic oils) and household gas cylinders are restricted to the Jordan Petroleum Refinery Company; black cement is restricted to the Jordan Cement Factories Company; explosives, gun powder and crude phosphate are restricted to the Jordan Phosphate Mines Company; and used tires are restricted to tire retreading factories.

## -- Special Import Provisions

Pre-import clearance is required for certain goods. The clearance, once obtained, acts as an import license. However, these clearances are not automatic. The relevant pre-import license-issuing agency and the respective goods include:

Ministry of Industry and Trade (these are given out in the form of import licenses): rice, flour and its by-products, sugar, wheat, barely and corn;

Ministry of Agriculture: frozen animal semen, live animals, fresh/frozen meat, embalmed wild animals, imported milk products from countries engaged in bilateral trade protocols with Jordan;

Agricultural Marketing Corporation: potatoes, onions, garlic, fresh fruit and vegetables from countries engaged in bilateral trade protocols with Jordan;

Ministry of Interior/Public Security Directorate: arms and ammunitions, explosives, switch-blade knives, fuel-operated toy cars, remote control operated toy planes, electric and electronic games for commercial use, self-defense electric tools;

Jordan Armed Forces: military clothing;

Ministry of Energy and Mineral Resources: radioactive materials and uranium;

Telecommunications Regulatory Commission: wireless receivers and broadcast stations, wireless alarm devices, remote control devices (including motor, garage, window and shutter control; excluding television and video devices), site mapping equipment, wireless receivers and broadcast devices, cellular-phone equipment, wireless microphones, communication terminals, remote control toy-planes (also to be cleared by the military security), mobile TV equipment;

Radio and Television Corporation: decoders and satellite receivers;

Central Bank of Jordan: color photocopiers;

Ministry of Health: all types of medical drugs and antibiotics, food supplements for athletes, potassium bromide, food dyes, asbestos pipes and panels, frozen ice cream, baby food and milk, laser pens, oxygen and nitrogen oxide;

Ministry of Municipal and Rural Affairs and the Environment: halogenous materials, freon gas;

Ministry of Post and Communications: postal clearing devices;

Ministry of Water and Irrigation: artesian well drills;

Military Security: small monitoring cameras.

For the import of used electronic equipment (including photocopiers, refrigerators, freezers and pumps), the following conditions apply:

- Equipment must be in suitable, usable condition;
- Equipment must conform to Jordanian and international standards;
- Equipment must be free of any substances, which may negatively affect the environment and the ozone layer;
- Importer must supply a certificate proving the equipment is under three years old;
- Five percent of shipment must comprise spare parts.

For the import of computers, the following conditions apply:

- Computers must include certification that they are Y2K compliant;

#### -- Export Controls

The Customs Department, part of the Ministry of Finance, controls goods that enter and exit the Kingdom. Export licenses are not required for Jordanian-made products, transit goods, free trade zone goods, re-exports or goods entering the country under temporary status. There are exceptions to that rule, particularly with respect to shipments exceeding JD 1,000 in value, to countries which maintain special banking arrangements with Jordan, namely Syria and Iraq. Other exceptions include Dead Sea salts, which require an export license. Exports of scrap metal, mainly steel, aluminum and copper are subject to a fee of JD 25 per ton.

#### -- Standards (ISO 9000 Usage)

Except for pharmaceuticals, which are handled by the Ministry of Health, the Jordanian Institute of Standards and Metrology is responsible for most issues related to standards, measures, technical specifications and ISO 9000 certification.

A growing number of Jordanian companies have qualified for ISO 9000 and ISO 14000 certifications. A quality committee, manned by internationally trained ISO 9000 auditors, handles the ISO 9000 qualification of Jordanian firms.

#### -- Free Trade Zones / Warehouses

Goods may be shipped to Jordan's free trade zones by shipping agents and representatives of land, sea and air transport and clearing firms. All shipping documentation must be submitted to the free zone authorities within 72 hours of arrival and before the shipment is unloaded.

Transit goods entering the Kingdom may be stored in warehouses at the port of Aqaba for up to one month, after which goods must be moved to a free zone area.

#### -- Membership in Free-Trade Arrangements

Jordan acceded to the WTO in April 2000. It has been a member of a pan-Arab accord that strives to create a free trade area and involves the gradual reduction of customs tariffs by 10% per year. The country also concluded four bilateral free trade arrangements with Tunisia, Morocco, Egypt and Sudan. Jordan ratified a “partnership agreement” with the European Union for the establishment of a free trade area by 2010. This agreement must be ratified by some European Union member nations before it comes into force. In addition, Jordan and the U.S. are currently negotiating a Free Trade Agreement (FTA).

-- Customs Department Contact Information

Jordan Customs Department  
 Dr. Khaled Al-Wazani, Director General  
 P.O. Box 90, Amman, Jordan  
 Telephone: 962-6-462-3186/8; 462-4394/6  
 Fax: 962-6-464-7791  
 E-mail: customs@customs.gov.jo  
 Web-site: www.customs.gov.jo  
 VII. Investment Climate

-- OPENNESS TO FOREIGN INVESTMENT

Under King Abdullah’s leadership, Jordan’s government has taken steps to encourage foreign investment. Key areas include ventures in Qualifying Industrial Zones (see below), information technology, tourism and services. Foreign and domestic investment in Jordan is regulated by Investment Promotion Law No. 16 of 1995 and Law no. 13 of 2000. These laws grant specific incentives to industry, agriculture, hotels, hospitals, maritime and rail transportation, leisure and recreation projects, and convention and exhibition centers. The laws also permit the cabinet flexibility in offering investment incentives to other sectors.

Jordan acceded to the World Trade Organization (WTO) in April 2000. In addition, the United States and Jordan are currently negotiating a Free Trade Agreement (FTA). These developments will likely lead to expanded investment opportunities in Jordan for U.S. investors.

Jordan’s investment laws treat foreign and local investors equally, with the following exceptions:

-- Foreign investors may not own more than 50% of projects in:

- Construction and Contracting
- Wholesale and Retail Trade and Commercial Services
- Mining (including cement production)

A minimum capital requirement of JD 50,000 (\$70,000) is set for foreign investors. This requirement does not apply to participation in public shareholding companies.

There is no formal screening or host government selection process for foreign investment. However, investors in large projects find that the informal approval of local and central government officials helps to ensure governmental cooperation.

The law stipulates that expropriation is prohibited unless deemed in the public interest. It provides for fair compensation to the investor in convertible currency.

Since mid-1998, the government has reactivated its privatization program. Since then, foreign companies have bought parts of the Jordan Cement Factories Company and the Jordan Telecommunications Company, while acquiring managerial control of both firms. The Aqaba Railway Corporation was leased to an American consortium, and Jordan's first independent power project (IPP) was awarded to the Belgian firm Tractabel on the basis of a build-own-operate (BOO) agreement. In addition, the government is seeking a strategic foreign partner to buy a 49% stake of Royal Jordanian (RJ) Airline's operating division, while spinning off the five non-core RJ businesses. There is no apparent discrimination between foreign and local participation in the privatization process.

## -- CONVERSION AND TRANSFER POLICIES

Jordan's liberal foreign exchange law entitles foreign investors to remit abroad, in a fully convertible foreign currency, foreign capital invested, including all returns, profits, and proceeds arising from the liquidation of investment projects. Non-Jordanian administrative and technical employees are permitted to transfer their salaries and compensation abroad.

The Jordanian dinar is fully convertible for all commercial and capital transactions. The JD is pegged to the U.S. dollar at an exchange rate of approximately 1 JD to USD 1.41.

Licensed money-exchangers are supervised by the Central Bank, but are free to set their own exchange rates depending on market conditions. Money-exchangers, unlike banks, do not pay the central bank commissions for exchange transactions, which gives them a competitive edge over banks.

Other foreign exchange regulations include:

- Banks do not require prior Central Bank approval for the transfer of funds, including investment-related transfers.
- Non-residents are allowed to open accounts in foreign currencies. Non-resident foreign currency accounts are exempted from all transfer-related commission fees charged by the Central Bank.
- Banks are permitted to purchase an unlimited amount of foreign currency from their clients in exchange for JD on a forward deal basis. Banks are permitted to engage in reverse operations involving the selling of foreign currency in exchange for JD on a forward deal basis for the purpose of covering the value of imports.
- There are no restrictions on the amount of foreign currency that residents may hold in bank accounts, and there are no ceilings on the amount residents are permitted to transfer abroad.

## -- EXPROPRIATION AND COMPENSATION

There are no known cases where the government has expropriated the private property of an investor.

## -- DISPUTE SETTLEMENT

According to the Investment Promotion Law of 1995, foreign investors may seek third party arbitration, or an internationally recognized settlement of disputes. The Jordanian

government recognizes decisions issued by the International Center for the Settlement of Investment Disputes (ICSID), of which it is a member. Jordan is also a member of the New York Convention of 1958 on the recognition and enforcement of foreign arbitral awards. In cases where the government (or its agencies) is a party to the dispute, it generally prefers settlement in local courts if an out-of-court settlement is not forthcoming.

Currently there are no outstanding disputes between U.S. investors and the Jordanian government.

#### -- Jordan's Legal System

In the legislative process, draft laws are prepared by various ministries, which are then submitted to the Cabinet and subsequently presented to the Lower House of Parliament for consideration. Once passed by the Lower House, draft laws must be approved by the Senate. All laws require royal assent and must be published in the national gazette before they come into force.

According to the constitution, the judiciary is independent of other branches of the government. In some cases, it is susceptible to political pressure and interference by the executive.

The constitution classifies the judiciary into three categories: Religious Courts, Special Courts (e.g. Military Court, Customs Court, Income Tax Court) and Regular Courts. Verdicts rendered by the Jordanian judiciary are based on decisions made by a judge or a panel of judges.

General legal provisions are incorporated within the Civil Code, unless the nature of the specific relationship is governed by a separate, more specialized law.

Commercial Activities are governed by the Commercial Code. Business contracts, such as commercial agency and commission agency contracts, are subject to the code's provisions. Financial papers such as checks and promissory notes are also dealt with under the Commercial Code.

Bankruptcy and insolvency are governed by various provisions in the Commercial Code, the Civil Code, and the Companies Law.

#### -- PERFORMANCE REQUIREMENTS/INCENTIVES

Following Jordan's Accession to the WTO, the Trade-Related Investment Measures (TRIMS) Agreement came into force. Investment and commercial laws are void of any trade-restrictive investment measures and have generally been in compliance with TRIMS.

Investment incentives take the form of income tax and custom-duties exemptions, which are granted to both Jordanian and foreign investors.

The country is divided into three development areas: zones A, B, and C. Investments in Zone C, the least developed areas of Jordan, receive the highest exemptions.

However, all agricultural, maritime transport, and railway investments are classified as Zone C, irrespective of location. Hotel and tourism-related projects set up along the Dead Sea coastal area, leisure and recreational compounds, and convention and

exhibition centers receive Zone A designations. The three-zone classification scheme does not apply to nature reserves and environmental protection areas, which are granted special consideration.

Specifically, the law allows:

- Exemptions from income and social services taxes of up to ten years for projects approved by the Investment Promotion Committee (which includes senior officials from the Ministry of Industry and Trade, Income Tax Department, Customs Department, the private sector, and the Director General of the Jordan Investment Board), in accordance with the designated zone scheme:

- 25% tax exemption for Zone A projects
- 50% tax exemption for Zone B projects
- 75% tax exemption for Zone C projects

An additional year of these tax exemptions is granted to projects each time they undergo expansion, modernization, or development resulting in increasing their production capacity by at least 25%, for a maximum of four years.

- Capital goods are exempt from duties and taxes if delivered within three years from the date of the Investment Promotion Committee's approval. The committee may extend the three-year period if necessary.
- Imported spare parts related to a specific project are exempt from duties and taxes, provided that their value does not exceed 15% of the value of "fixed assets requiring spare parts." They should be imported within ten years from the production date.
- Capital goods used for expansion and modernization of a project are exempt from duties and taxes, provided they result in increasing production capacity by at least 25%.
- Hotel and hospital projects receive exemptions from duties and taxes on furniture and supply purchases which are required for modernization and renewal purposes once every seven years.
- Increases in the value of imported capital goods are exempt from duties and taxes if the increases result from higher freight charges or changes in the exchange rate.

In addition to the Investment Promotion Law, additional exemptions are granted to investments within state-run industrial estates:

- Industrial projects are granted exemptions on income and social services taxes for a two-year period. Established industrial facilities which relocate to an industrial estate also receive this benefit.
- Industrial projects are granted property tax exemptions throughout their lifetime.
- Industrial projects are granted partial or full exemptions from most municipality and planning fees.

To promote exports, all exporters are granted the following incentives:

- Net profits generated from export revenues are fully exempt from income tax. Exceptions include fertilizer, phosphate, and potash exports, in addition to exports governed by specific trade protocols and foreign debt repayment schemes. However, such exemptions will be phased out by 2002.
- Foreign inputs used in the production of exports are exempt from custom duties and all additional import fees on a reimbursable or drawback basis.

Foreign investors can bid for government-commissioned research and development programs that are slated for international or mixed bidders. Otherwise, they have to find a Jordanian partner.

#### -- RIGHT TO PRIVATE OWNERSHIP AND ESTABLISHMENT

In general, the laws on investment and property ownership permit domestic and foreign entities to establish and own businesses and engage in remunerative activities. However, activities that concern the military and national security are subject to different provisions and procedures. Foreign companies may open representative (regional) and branch offices; branch offices may carry out full business activities, while regional offices may serve as liaisons between head offices and Jordanian or regional clients.

The Ministry of Industry and Trade manages the government's policy on setting up regional and branch offices.

Under the Economic Boycott Law No. 11 of 1995, non-Arab foreign nationals are permitted to own or lease property in Jordan, provided that their home country does not discriminate against Jordanians and the property is developed within five years from the date of approval. The Cabinet is the authority on licensing foreign ownership of lands and property. Agricultural land is not included in the provisions of this law. However, a foreign company that invests in the agricultural sector in Jordan automatically obtains national treatment with respect to ownership of agricultural land, once registered as a Jordanian company.

#### -- TRANSPARENCY OF THE REGULATORY SYSTEM

The Government is slowly implementing policies to improve competition and foster transparency. These reforms aim to change an existing system that can be influenced greatly by family affiliations and business ties. Although in many instances bureaucratic procedures have been streamlined, red tape and opaque procedures still present problems for foreign and domestic investors. The arbitrary application of customs, tax, labor, health and other laws or regulations have impeded investment.

#### -- EFFICIENT CAPITAL MARKETS AND PORTFOLIO INVESTMENT

Jordan's capital market is small, with a capitalization of approximately \$5 billion. The Amman Stock Exchange (ASE) was reorganized as a privately managed institution in 1999. In 2000, the ASE completed the transition to an electronic trading system. Listing requirements are being reviewed and updated, while an automated depository center will be established as a custodian for all transaction contracts.

Currently there are 34 brokerage firms and 158 listed public-shareholding companies on the exchange. Forty-three percent of ownership is by non-Jordanian investors (37 percent by Arabs and six percent by non-Arabs). Despite significant progress over the past three

years, more progress is needed to establish a market with adequate legal, regulatory, and best practices set-up.

The ASE also suffers from persistent liquidity problems, which have ensured that the bourse remains prone to speculative movements. Structural problems have been exacerbated by the recent near-absence of institutional buying and faltering investor confidence.

The absence of a secondary market for government bills and bonds also causes significant distortions in the financial market. Currently, the government's ability to issue debt is curtailed by the IMF-sponsored restructuring program. The Central Bank conducts monetary policy through the auction of certificates of deposit (CD's). The latter are bought by the commercial banks, which hold them to maturity. Neither the CD's, nor government bills or bonds, trade actively on the Amman Stock Exchange. Therefore, the market does not have a "benchmark yield curve" to measure the relative risk of all types of marketable securities, government as well as private. A market in tradable government securities would remedy that deficiency and is currently being studied.

Banks offer loans, discounted bills, and overdraft facilities. Investment banks are not permitted to extend overdraft facilities. The Central Bank permits banks to extend loans and credit facilities in foreign currency. In such cases, it requires debt repayment to be in foreign currency.

The corporate bond market remains under-developed, and continues to be over-shadowed by traditional direct lending. One reason is rigid interest rates; another relates to the aforementioned absence of a secondary market for such issues. Increasingly, however, some banks have started introducing new products and corporate bond issues.

One flaw in the credit market is the lack of long-term credit; this owes to the short-term nature of banks' deposit structure. On average, regular corporate loans are extended for periods of 1-3 years, while syndicated loans may reach up to 7 years. Long-term financing is also curtailed by the Ottoman-era law that stipulates that total interest payments over the life of a bond may not be greater than the principal amount. This effectively impedes the development of longer-maturity fixed-income instruments, even though it is not effectively enforced.

The absence of long-term credit discourages projects requiring long development periods. As a consequence, large investment projects often resort to foreign markets to raise capital.

With respect to ownership and participation in the major economic sectors in Jordan, there is no apparent discrimination against foreign participation. In fact, many Jordanian businesses seek foreign partners, which are perceived as the key to increased competitiveness and easier entry into international markets.

There are a number of internationally recognized accounting and auditing firms in Jordan. The government's accounting and auditing regulations are consistent with international standards and are internationally recognized.

## -- CORRUPTION

Jordan has an adequate legal framework to discourage corruption. The General Intelligence Directorate (GID) has an anti-corruption department that is responsible for



combating bribery, extortion and other similar crimes. Although it is a consideration, U.S. firms have not identified corruption as an obstacle to investment in Jordan.

Influence peddling and a lack of transparency have been alleged in government procurement and dispute settlement. In addition, the Jordanian Customs and Health Departments are reviled for delaying the import of goods until questionable and sometimes excessive duties, fines, and storage charges are paid.

## -- BILATERAL INVESTMENT AGREEMENTS

Jordan and the United States have signed two trade/investment-related agreements to date:

a) Bilateral Investment Treaty (signed 1997). The agreement provides reciprocal protection of Jordanian and U.S. individual and corporate investments. The agreement calls for:

- The better of national treatment or most favored-nation treatment for investments in the partner country;
- Limits on expropriations of investments and compensation according to world standards should an expropriation occur;
- Guarantee of free transfer of funds in and out of the partner country;
- Limits on a host government's ability to require a party's investors to adopt inefficient and trade distorting practices (performance requirements);
- The right to international dispute settlement should a problem arise;
- The right for each party's investors to engage the top managerial personnel of their choice, regardless of nationality.

b) Trade and Investment Framework Agreement (TIFA - signed 1999)

The agreement calls for the facilitation of bilateral trade and investment flows. Under the agreement, a U.S./Jordan council on trade and investment was established with the objective of working towards the removal of impediments to trade and investment.

Jordan is a member of a pan-Arab accord on facilitating the movement of capital between Arab countries. Countries which have signed the accord to date include: Jordan, United Arab Emirates, Bahrain, Tunisia, Saudi Arabia, Iraq, Oman, Kuwait, Libya, Egypt, Morocco, Qatar, Syria and Lebanon. It provides for reciprocal investment rights on a bilateral basis.

Jordan has also signed an economic association agreement with the European Union that looks to establish free trade by 2010. This agreement calls for the free movement of capital, and also offers opportunities to European investors whose countries agree to swap Jordan's debts for equity investment.

## -- OPIC AND OTHER INVESTMENT INSURANCE PROGRAMS

Investments in Jordan are eligible for Overseas Private Investment Corporation (OPIC) insurance and project financing. Recently, OPIC provided financing to the project company in support of the Aqaba Railway privatization.

In addition, there are two OPIC-backed investment funds that make equity investments in businesses in Jordan, the West Bank/Gaza, and Oman. The West Bank/Gaza and Jordan Emerging Fund, with a target capital of \$60 million, expects to make 40% of its investments in Jordan. The fund is Managed by International Capital Advisors Inc. of Vienna, Virginia, which can be contacted at (703) 847-0870 or FAX (703) 847-3068. The other fund is the Interarab Investment Fund, which expects to invest one-third of its \$45 million-target capital in Jordan. It is managed by Interarab Management, LLC, of Portola Valley, California, which can be contacted at (415) 851-9371 or FAX (415) 851-9373. In Amman, fund managers can be contacted at (962) 6 566-2481 or fax (962) 6 566-2257.

In addition, Jordan is a member of the Multilateral Investment Guarantee Agency (MIGA), a World Bank agency, which guarantees investment against non-commercial risks such as civil war, nationalization, policy changes, etc. The program covers investments in Jordan irrespective of the investor's nationality, in addition to covering Jordanian investments abroad.

## -- LABOR

The rate of population growth (births minus deaths) is about 2.4% a year, down from about 3.5% in the early 1990's. About one-half of the population of 4.8 million is under the age of 18. In general, the labor force is well educated. Literacy rates approach 90% for men and 80% for women. Jordan has a labor force of 1.2 million and a government-estimated unemployment rate of 14%. Unofficial estimates are considerably higher, ranging up to 25%.

The estimated 250,000 foreign laborers in Jordan (the unofficial estimate is much higher) work primarily in unskilled sectors, such as construction, agriculture, and domestic service. The Ministry of Labor regulates foreign worker licensing, licensing fees, prohibited sectors, and employer liability. Among its responsibilities, the ministry approves the hiring of professional foreign workers by private businesses. Non-citizens are not permitted by law to join unions.

Labor unions serve primarily as intermediaries between workers and the Ministry of Labor, and may engage in collective bargaining on behalf of workers. In order to strike, workers must obtain permission from the government. Currently, about 30% of the total labor force, including government service, is unionized. However, this figure includes professional associations for engineers, physicians, pharmacists and other professionals where membership is mandatory.

Article 28 of the labor law specifies the conditions under which an employer can discharge a worker without notice. Article 31 allows employers to lay off employees if economic or technical circumstances necessitate reorganization. The law does not require employers to include retirement plans in their employment package. However, if the employer agreed to provide retirement benefits when the worker was contracted, the employer must fulfill his/her commitment. The Social Security Law stipulates that if the employer has more than five employees, they must be enrolled in the Social Security System. The Labor Law also addresses worker compensation and outlines compensatory categories for work-related injuries. Article 67 provides unpaid maternity leave for a maximum of one year for mothers working in firms employing 10 or more workers, and

article 70 requires full pay for 10 weeks of maternity leave. The law provides for 14 days of annual leave for employees during the first five years with the employer, and 21 days after five years of successive service. This law places Jordan in compliance with international and Arab labor agreements.

#### -- FOREIGN TRADE ZONES/FREE PORTS

The Zarqa Free Zone is Jordan's major free zone area. Other areas include the Sahab Industrial Estate Free Zone, Queen Alia International Airport Free Zone, the Gateway Qualifying Industrial Zone, and the Aqaba Port Free Zone.

In addition, the government is moving ahead with a plan to convert Aqaba into a Special Economic Zone (SEZ), with streamlined bureaucracy, lower taxes and facilitated customs handling. In the SEZ, the private sector will be given a free hand to develop transportation and communication services, tourism, and high value-added activities.

Both Jordanian and foreign investors are permitted to invest in trade, services and industrial projects in free zones. Industrial projects must fulfill one of the following conditions:

- New industries which depend on advanced technology;
- Industries requiring raw material and/or locally manufactured parts which are locally available;
- Industries which complement domestic industries;
- Industries that enhance labor skills and promote technical know-how;
- Industries providing consumer goods, and which contribute to reducing market dependency on imported goods.

The following incentives are granted to investors in the designated free zones:

- Profits are exempt from income and social services taxes for a period of 12 years, with the exception of profits generated from storage services that involve goods released to the domestic market.
- Salaries and allowances payable to non- Jordanian employees are exempt from income and social services taxes.
- Goods imported to and/or exported from free zones are exempt from import taxes and custom duties, with the exception of goods released to the domestic market.
- Industrial goods manufactured in free zones enjoy partial custom duties exemption once released to the domestic market, depending on the proportion of the value of local inputs and locally incurred production costs.
- Construction projects are exempt from licensing fees and urban and property taxes.
- Free transfer of capital invested in free zone, including profits.

#### -- QUALIFYING INDUSTRIAL ZONES (QIZ)

Goods produced by companies in a Qualifying Industrial Zone (QIZ) can be imported into the United States duty free if they involve economic cooperation between Jordan and Israel, and if 35% of the product's content comes from the QIZ, Israel and/or the West Bank/Gaza. This makes investment in a QIZ particularly attractive to industries whose products are assessed high tariffs when they are imported into the U.S. In 1998, the Al Hassan Industrial Estate in Irbid was designated as a QIZ. There are now five QIZs, with several others being planned, contingent on Jordanian/Israeli agreement on the sites, and approval by the United States Trade Representative.

## VIII. Trade and Project Financing

### -- Description of the Banking System

The banking system is comprised of 13 commercial banks (of which five are branches of foreign banks), five investment banks, two Islamic banks and one industrial development bank, in addition to a number of specialized credit institutions. The Central Bank of Jordan (CBJ) is the banking system's regulatory authority. A new banking law, which aims at improving the industry's efficiency was approved by Parliament in June 2000. The law intends to protect depositors' interests and diminishes money market risk, while allowing free market forces greater influence to encourage the development of a financial market of the needed depth and breadth. In addition, the CBJ has completed drafting a deposit insurance plan, which is currently under review in Parliament and due to be approved soon.

Jordanian banks rely heavily on traditional banking activities, namely, the extension of direct credit facilities, as their main source of income. Although the Central Bank distinguishes between "investment banks" and "commercial banks", there are no significant differences in operations of the two.

Some banks, however, have started adopting modern banking practices such as automated check clearing, and the use of magnetic check processors, unified reporting forms and electronic data-transmission networks.

Credit facilities offered by banks include loans, discounted bills, and overdraft facilities. Investment banks are not permitted to extend overdraft facilities. The corporate bond market remains under-developed, and continues to be over-shadowed by traditional direct lending. One reason is rigid interest rates; another relates to the absence of a secondary market for such issues. Increasingly, however, some banks have started introducing new products and corporate bond issues.

The CBJ is also keen on stimulating the local capital market, particularly where long-term project finance is required. A number of banks have established mutual funds. New capital instruments such as commercial paper and convertible bonds are under consideration. In addition to long-term instruments, e-banking, securitization, short-selling, and treasury stocks are being introduced in some banks.

The Central Bank permits banks to extend loans and credit facilities in foreign currencies. In such cases, it requires debt repayment to be in foreign currency.

The CBJ is considering raising the minimum capital requirement for Jordanian banks to JD 50 million, which will likely promote further consolidation within the banking system. The economic slow-down since 1996 has taken its toll on Jordanian banks. Unofficial estimates of non-performing loans put the total at around 30% of all loans.

The Arab Bank and the Housing Bank are the two largest banks in Jordan, with an asset-base of JD 16.61 billion and JD 1.55 billion, respectively, as of the end of 1999. The difference between their asset bases owes to the vast difference in their scope of operations; the Arab Bank has a worldwide presence, while the Housing Bank's prime focus is the local market.

An analysis of the credit market shows that over the past three years, 26% of total extended credit went to financing trading activities. Portfolio investments were the second largest recipient of credit at 20% of the total, while the construction sector ranked third with an average of 18%. The industrial sector's share out of total credit was around 14%.

There are no restrictions on the flow of foreign currency for all commercial and capital transactions (see chapter VII "conversion and transfer policies").

#### -- General Financing Availability, Terms of Payment and Insurance

To obtain project financing, banks require a comprehensive feasibility study, including a detailed cash flow analysis. Where larger projects are concerned, banks generally prefer to spread credit risk by syndicating the loan. The CBJ has stepped up its role as banking sector overseer, and has given greater attention to banks' assets quality, particularly with respect to loan portfolios.

Conventional financing methods include overdrafts, one-year discounted loans, three-year loans with interest payable monthly, and syndicated loans for periods of one to seven years.

The United States Export-Import Bank and the CBJ signed an agreement in 1996 allowing the private sector to import U.S. goods using Ex-Im Bank short- or medium-term credit guarantees. To date, this program has been under-utilized. Out of a limit of \$200 million in credit guarantees, only \$68 million has been utilized. More information on this program can be obtained at Ex-Im Bank's web page at: [www.exim.gov](http://www.exim.gov).

#### -- Banks with Correspondent U.S. Banking Arrangements

All of the country's banks maintain direct correspondence with U.S.-based banks. Each local Jordanian bank deals with at least two to three New York-based banks (see list of licensed banks.)

### IX. Business Travel

Jordan has excellent air connections with other Middle Eastern countries, Europe and Asia. The national airline, Royal Jordanian, flies to several major cities in the U.S. Major European airlines also have frequent connections to Jordan.

Most major hotels have business service offices with fax machines, internet and e-mail. U.S.-based telephone calling cards such as ATT, MCI and Sprint do not function in Jordan. International calls must be made through the Jordan Telecommunications Company which has relatively high international tariffs. Car rental facilities and airport-to-hotel shuttle buses are available. The climate is Mediterranean, relatively mild and very favorable compared to the Gulf region and North Africa.

U.S. business travelers are encouraged to obtain a copy of the “Key Officers of Foreign Service Posts: Guide for Business Representatives” available for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402; tel. (202) 512-1800; fax. (202) 512-2250. Business travelers to Jordan seeking appointments with U.S. Embassy officials should contact the Economic/Commercial section by telephone at (962) (6) 592-0101 ext. 2632 or 2558, or by fax at (962) (6) 592-0146 or (962) (6) 592-7653.

X: Economic and Trade Statistics

APPENDIX A: COUNTRY DATA

	1997 -----	1998 -----	1999 -----
POPULATION (MILLIONS):	4.600	4.756	4.918
POPULATION GROWTH RATE:	3.6%	3.4%	3.4%
RELIGION(S):	ISLAM AND CHRISTIANITY		
GOVERNMENT SYSTEMS:	CONSTITUTIONAL MONARCHY		
LANGUAGES:	OFFICIAL: ARABIC BUSINESS: ENGLISH		
WORK WEEK:	SUNDAY-THURSDAY		
U.S. EMBASSY WORK WEEK:	SUNDAY-THURSDAY		

APPENDIX B: DOMESTIC ECONOMY

FISCAL YEAR (FY)	1997 -----	1998* -----	1999* -----
(FIXED PRICES 1985)			
GDP (US \$ MILLION)	3,897.9	3,964.2	4027.7
GDP GROWTH RATE %	1.3	1.7	1.6
GDP PER CAPITA (US \$ THOUSAND)	0.847	0.834	0.818
(NOMINAL PRICES)			
GDP (US \$ MILLION)	6,973.6	7,303.8	7,585.4
GDP GROWTH RATE %	5.0	4.7	3.9
GDP PER CAPITA (US \$ THOUSAND)	1.516	1.536	1.542

\* 1998 AND 1999 FIGURES ARE PRELIMINARY ESTIMATES; BUT ARE INDICATIVE OF ACTUAL PERFORMANCE.

1997	1998	1999
------	------	------

INFLATION (PERCENT)	----- 3.0	----- 3.1	----- 0.6
UNEMPLOYMENT (PERCENT)*	14.4	12.7	14.4
GOVERNMENT SPENDING (AS PERCENT OF GDP)	37.9	39.1	37.3
FOREIGN EXCHANGE RESERVES (USD MILLION)	1693.2	1169.5	1990.8
AVG EXCHANGE RATE	1.410	1.410	1.410
DEBT SERVICE RATIO (PERCENT) (COMMITMENT BASIS)	24.1	21.9	N/A
DEBT SERVICE RATIO (PERCENT) (CASH BASIS)	14.8	14.4	N/A
U.S. ECONOMIC ASSISTANCE**	211.9	155.0	215.75
U.S. MILITARY ASSISTANCE	31.6	51.6	96.6

\* UNOFFICIAL UNEMPLOYMENT STATISTICS RANGE UP TO 27% FOR 1998/1999.

\*\*

- INCLUDES \$63.5 MILLION IN DEBT FORGIVENESS, AND EXCLUDES \$200 MILLION IN EX-IM BANK EXPORT GUARANTEES FOR 1997.
- EXCLUDES AN ANNUAL \$40 MILLION SOFT LOAN FACILITY UNDER THE AGRICULTURAL GSM PROGRAM SINCE 1996, WHICH WAS EXPANDED TO \$60 MILLION IN 1999.

#### APPENDIX C: TRADE

	1997	1998	1999
	-----	-----	-----
(USD MILLIONS)			
DOMESTIC	1,504.7	1,475.4	1,433.9
RE-EXPORTS	330.3	326.5	347.7
TOTAL COUNTRY EXPORTS	1,835.0	1,801.8	1,781.6
EXPORTS TO U.S. (U.S. DEPT. OF COMMERCE)	26.0	17.1	31.6
TOTAL COUNTRY IMPORTS	4,100.4	3,827.3	3,726.9
IMPORTS FROM U.S.	387.7	363.9	365

(NO VIABLE PROJECTIONS EXIST FOR 2000/2001.)

(SOURCE: CENTRAL BANK OF JORDAN / DEPARTMENT OF STATISTICS.)

MAJOR JORDANIAN IMPORTS FROM THE UNITED STATES (20 LARGEST  
IMPORTS BY HS CHAPTER)

HS CHAPTER/COMMODITY -----	VALUE (USD THOUSANDS) -----		
	1997 -----	1998 -----	1999 -----
10 / CEREALS	103,151	73,038	82,328
88 / AIRCRAFT AND PARTS	44,509	64,712	59,599
84 / REACTORS/MACHINERY	55,361	43,709	39,425
85 / ELEC. MACHINERY	21,101	24,332	28,960
15 / ANIMAL/VEGETABLE FAT/OIL	11,852	15,968	18,665
24 / TOBACCO	8,317	14,982	17,931
90 / MEDICAL/ SURGICAL EQUIP.	15,582	16,219	14,958
87 / VEHICLES (OTHER THAN RAIL)	39,913	22,098	12,147
30 / PHARMACEUTICAL	7,151	7,394	7,661
29 / ORGANIC CHEMICALS	3,999	4,820	5,864
21 / MISC. EDIBLE PREPARATIONS	4,353	4,781	5,146
73 / ARTICLES OF IRON/ STEEL	5,026	6,950	5,051
48 / PAPER/PAPERBOARD	5,033	5,199	4,886
47 / PULP OF WOOD/ PAPER WASTE	9,152	7,506	4,786
38 / MISC. CHEMICAL PRODUCTS	4,729	3,331	4,404
94 / FURNITURE, BEDDING/ LIGHTING FITTINGS	3,136	2,600	3,775
08 / EDIBLE FRUIT/NUTS	2,827	2,750	3,770
63 / MADE-UP TEXTILE ARTICLES/WORN CLOTHING	4,576	5,540	3,567
39 / PLASTICS	3,512	3,013	2,710
76 / ARTICLES OF ALUMINUM	4,352	1,081	2,241
(A)TOP 20 US IMPORTS	354,004	333,429	327,874
(B)TOTAL US IMPORTS	387,721	363,888	366,114
A/B	91.3 %	91.6%	89.6%

(SOURCE: DEPARTMENT OF STATISTICS.)

#### APPENDIX D: INVESTMENT STATISTICS

Official Statistics on Foreign Direct Investment (FDI) are not publicly available. The amount and value of registered foreign capital is the closest available indicator for the size of FDI.



The following statistics should be interpreted as indicating trends rather than exact figures.

N.B. the data has been revised from previous editions.

TOTAL REGISTERED CAPITAL BY ECONOMIC SECTOR  
(‘000 JORDANIAN DINARS AT YEAR END)

	(1 JD=\$1.41)		
	1997	1998	1999
	-----	-----	-----
TOTAL CAPITAL	3,459,552	3,658,730	3,890,449
FOREIGN	389,351(11%)	412,470(11%)	446,366(12%)
INDUSTRY	1,134,441	1,176,986	1,224,640
FOREIGN	209,844(19%)	216,880(18%)	231,212(19%)
TRADE	1,344,666	1,460,849	1,580,260
FOREIGN	112,856(8%)	126,742(9%)	143,953(9%)
AGRICULTURE	31,514	31,621	32,063
FOREIGN	14,041(45%)	14,041(44%)	14,391(45%)
CONTRACTING	249,458	257,422	265,933
FOREIGN	4,023(2%)	4,023(2%)	4,073(2%)
SERVICES	699,471	731,850	787,552
FOREIGN	48,586(7%)	50,784(7%)	52,737(7%)

(THE PERCENTAGE FIGURE REFLECTS THE SIZE OF FOREIGN CAPITAL TO TOTAL CAPITAL)

(DATA EXCLUDES CAPITAL OF PUBLIC SHAREHOLDING COMPANIES)

(SOURCE: MINISTRY OF INDUSTRY AND TRADE)

ANNUAL REGISTERED CAPITAL INFLOWS BY ECONOMIC SECTOR (‘000  
JORDANIAN DINARS)

	1997	1998	1999
	-----	-----	-----
TOTAL CAPITAL	191,012	199,178	231,720
FOREIGN	36,370(19%)	23,119(12%)	33,896(15%)
INDUSTRY	53,544	42,545	47,654
FOREIGN	10,384(19%)	7,035(17%)	14,333(30%)
TRADE	87,978	116,183	119,411
FOREIGN	0,342(23%)	13,886(12%)	17,211(14%)

AGRICULTURE	16	107	443
FOREIGN	0(0%)	0(0%)	350(79%)
CONTRACTING	7,349	7,964	8,510
FOREIGN	2(0%)	0(0%)	50 (1%)
SERVICES	42,124	32,379	55,701
FOREIGN	5,643(13%)	2,198(7%)	1,952(4%)

(THE PERCENTAGE FIGURE REFLECTS THE SIZE OF FOREIGN CAPITAL TO TOTAL CAPITAL)

(DATA EXCLUDES CAPITAL OF PUBLIC SHAREHOLDING COMPANIES)

(SOURCE: MINISTRY OF INDUSTRY AND TRADE)

According to these measurements, FDI stock and FDI inflows for 1999 as a percentage of GDP (at current market prices) would amount to 8.2% and 0.62% respectively.

#### TOTAL FOREIGN REGISTERED CAPITAL BY COUNTRY OF ORIGIN('000 JORDANIAN DINARS)

	1997	1998	1999
	-----	-----	-----
SYRIA	63,415	65,184	68,048
SAUDI ARABIA	52,987	54,261	57,954
IRAQ	44,668	49,094	5,610
BAHRAIN	43,721	43,771	43,772
NETHERLANDS	31,426	34,626	34,876
INDIA	23,723	23,773	24,733
UNITED STATES	21,094	21,997	30,147
LEBANON	14,472	15,970	18,001
UNITED KINGDOM	12,838	15,563	15,663
JAPAN	10,083	10,083	10,083

(DATA EXCLUDES CAPITAL OF PUBLIC SHAREHOLDING COMPANIES)

(SOURCE: MINISTRY OF INDUSTRY AND TRADE)

#### XI. U.S. and Country Contacts

Note: when dialing from outside of Jordan, add (country)-(city) code.  
Example for Amman: (962)-(6)

U.S. Embassy, Amman, Economic/Commercial Section Personnel

-----  
James Soriano, Economic/Commercial Counselor  
Ian Campbell, Economic/Commercial Officer  
Rick Ortiz, Commercial Officer  
Andrew Shaw, Economic/Commercial Officer

Scott Wright, Economic/Commercial Officer  
George Sibley, Environmental Officer  
Gabi Afram, Economic/Commercial Specialist  
Muna Farkouh, Commercial Specialist  
Rana Safadi, Environmental Specialist  
Georgina Abu Manneh, Commercial Assistant  
Hala Khoury, Agricultural Specialist

international mailing address:  
Economic/Commercial Section  
U.S. Embassy Amman  
P.O. Box 354  
Amman 11118, Jordan

U.S. domestic mail address:  
U.S. Embassy Amman, Economic/Commercial Section  
Unit 70200, Box 15  
APO, AE 09892-0200

Telephone: (962) (6) 592-0101, ext. 2558 or 2632  
Fax: (962) (6) 592-7653 / 592-0146

U.S. Embassy Amman, U.S. Agency for International Development  
-----

international mailing address:  
USAID/Jordan Economic Opportunities Office  
U.S. Embassy Amman  
P.O. Box 354  
Amman 11118, Jordan

U.S. domestic mail address:  
U.S. Embassy Amman, USAID  
Unit 70206, Box 6  
APO, AE 09892-0200

Mr. Jon Lindborg, Director  
Telephone: (962) (6) 592-0101, ext. 2623  
Fax: (962) (6) 592-0143  
E-mail: [jlindborg@usaid.gov](mailto:jlindborg@usaid.gov)

Jordan-United States Business Partnership (JUSBP)  
Suite 500, Qammou Building  
30 Prince Shaker Bin Zaid Street  
Shmeisani, Amman, Jordan  
Mr. Lewis Reade, CEO  
Telephone: (962) (6) 568-4308/56843081/5684250  
Fax: (962) (6) 568-4266  
E-mail: [jusbpoff@globalone.com.jo](mailto:jusbpoff@globalone.com.jo)

AMIR Program  
66, Abdul Hameed Badees Street, Shmeisani  
P.O. Box 940503 Amman 11194, Jordan  
Telephone: (962) (6) 566-1831/2

Fax: (962) (6) 560-3599  
 E-mail: info@amir-jordan.org  
 WWW.AMIR-JORDAN.ORG

U.S. Department of State, Office of Business Affairs  
 2201 C Street NW, RM 2318  
 Washington, D.C. 20520  
 Telephone: (202) 746-1625  
 Fax: (202) 647-3953

#### Relevant Jordanian Government Departments

---

Ministry of Industry and Trade  
 Mr. Wasef Azer, Minister  
 Dr. Samir Emeish, Secretary General  
 P.O. Box 2019, Amman, Jordan  
 Telephone: (962) (6) 560-7191/5663774  
 Fax: (962) (6) 560-3721 / 568-4692  
 WWW.MIT.GOV.JO

Jordan Investment Board  
 Ms. Reem M. Badran, Director General  
 P.O. Box 893, Amman 11821, Jordan  
 Telephone: (962) (6) 553-1081/2/3  
 Fax: (962) (6) 552-1084  
 E-mail: info@jip.com.jo  
 WWW.JORDANINVESTMENT.COM

Jordan Export Development and Commercial Centers Corporation (JEDCO)  
 Mr. Farouk Hadidi, Director General  
 P.O. Box 7704, Amman 11118, Jordan  
 Telephone: (962) (6) 560-3507  
 Fax: (962) (6) 568-4568  
 E-mail: jedco@jedco.gov.jo  
 WWW.JEDCO.GOV.JO

Jordan Industrial Estates Corporation  
 Mr. Amer Majali, Director General  
 P.O. Box 950278, Amman 11195, Jordan  
 P.O. Box 17, Sahab Industrial Estate, Amman, Jordan  
 Telephone: (962) (6) 402-2101/3  
 Fax: (962) (6) 402-1194  
 E-mail: info@jiec.com.jo  
 WWW.JIEC.COM

Free Zones Corporation  
 Mr. Ali Madadha, Director General  
 P.O. Box 20036, Amman, Jordan  
 Telephone: (962) (5) 382-6429  
 Fax: (962) (5) 382-6430  
 WWW.FREE-ZONES.GOV.JO

Central Bank of Jordan

Dr. Ziad Fariz, Governor  
 P.O. Box 37, Amman 11118, Jordan  
 Telephone: (962) (6) 463-0301/9  
 Fax: (962) (6) 463-8889/463-9730  
 WWW.CBJ.GOV.JO

General Sales Tax Department  
 Mr. Iyad Al-Qudah  
 Telephone: (962) (6) 582-3441/5823392  
 Fax: (962) (6) 582-3395

#### Chambers of Commerce and Trade Associations

-----

Jordanian American Business Association (JABA)  
 American Chamber of Commerce  
 Mr. Fawaz Shalan, President  
 P.O. Box 941865, Amman 11194, Jordan  
 Telephone: (962) (6) 568-4308 or 566-7640 or 565-1860/1  
 Fax: (962) (6) 565-1862  
 E-mail: mail@jaba.org.jo  
 WWW.JABA.ORG.JO

Federation of Jordanian Chambers of Commerce and  
 Amman Chamber of Commerce (ACC)  
 Mr. Haidar Murad, Chairman  
 Mr. Amin Hussein, Secretary General  
 Mr. Mohammed Ammar, Manager for ACC  
 P.O. Box 287, Amman, Jordan  
 Telephone: (962) (6) 566-5492/566-6151  
 Fax: (962) (6) 568-5997/566-6155  
 WWW.FJCC.COM  
 WWW.AMMANCHAMBER.ORG

Amman Chamber of Industry  
 Mr. Othman Bdeir, Chairman  
 P.O. Box 1800, Amman, Jordan  
 Telephone: (962) (6) 464-4569/464-3001  
 Fax: (962) (6) 464-7852  
 E-mail: aci@aci.org.jo  
 WWW.ACI.ORG.JO

Jordan Trade Association  
 Dr. Samih Darwazeh, Chairman  
 Mr. Halim Abu Rahmeh, Managing Director  
 P.O. Box 830432, Amman, Jordan  
 Telephone: (962) (6) 568-5603/4  
 Fax: (962) (6) 568-5605  
 E-mail: jta@go.com.jo  
 WWW.JTA-JORDAN.COM

Jordanian Businessmen Association (JBA)

Mr. Hamdi Tabba'a, Chairman  
 Mr. Ali Yousef, Director General  
 P.O. Box 926182, Amman, Jordan  
 Telephone: (962) (6) 568-0855/5604424  
 Fax: (962) (6) 568-0663  
 E-mail: jba@nets.com.jo  
 WWW.JBA.COM.JO

Amman World Trade Center  
 Mr. Mohammed Asfour, Chairman  
 Mr. Yaser Toukan, General Manager  
 P.O. Box 962140, Amman, Jordan  
 Telephone: (962) (6) 560-5791/2  
 Fax: (962) (6) 560-5793  
 E-mail: lsarhni@awcc.com  
 WWW.AWCC.COM

Young Entrepreneurs Association (YEA)  
 Mr. Laith Al-Qassem, Chairman  
 Ms. Ghalia Aloul, Executive Director  
 P.O. Box 5296, Amman 11183, Jordan  
 Telephone: (962) (6) 593-1145/593-3708  
 Fax: (962) (6) 592-1374  
 E-mail: yea@nol.com.jo

Information Technology Association of Jordan (INTAJ)  
 Mr. Karim Kavar, Chairman  
 Mr. Raed Bilbeisi, Executive Director  
 P.O. Box 2383  
 Amman 11953, Jordan  
 Telephone: (962) (6) 515-2322  
 Fax: (962) (6) 515-2344  
 E-mail: info@intaj.net  
 WWW.INTAJ.NET

Business and Professional Women's Association (BPWA)  
 Mr. Ala'a M. Kurdi, Director  
 Telephone: (962) (6) 551-1647/8  
 WWW.BPWA.ORG.JO

Jordan Society of Tourist & Travel Agents (JSTA)  
 Mr. Yousef Mouwaswas  
 Telephone: (962) (6) 463-8599  
 WWW.JSTA.ORG

#### Licensed Banks & The Stock Exchange

---

Citibank  
 Ms. Suhair Al-Ali, General Manager  
 P.O. Box 5055, Amman 11183, Jordan  
 Telephone: (962) (6) 464-4065/2276

Fax: (962) (6) 465-8693/464-1923  
[WWW.CITIBANK.COM/JORDAN](http://WWW.CITIBANK.COM/JORDAN)

HSBC  
 Mr. Robert Bray, General Manager  
 P.O. Box 925286, Amman 11110, Jordan  
 Telephone: (962) (6) 560-7471  
 Fax: (962) (6) 568-2047  
 E-mail: [hsbc-jo@nets.com.jo](mailto:hsbc-jo@nets.com.jo)  
[WWW.HSBC.COM](http://WWW.HSBC.COM)

ANZ Grindlays Bank  
 Mr. Hiofrances John Verjeson, General Manager  
 P.O. Box 9997, Amman 11191, Jordan  
 Telephone: (962) (6) 560-7201  
 Fax: (962) (6) 567-9115  
 E-mail: [zahranm@anz.com](mailto:zahranm@anz.com)  
[WWW.ANZ.COM](http://WWW.ANZ.COM)

Arab Bank Limited  
 Mr. Abdulmajeed Shoman, Chairman/General Manager  
 P.O. Box 950545, Amman 11195, Jordan  
 Telephone: (962) (6) 560-7231  
 Fax: (962) (6) 560-6793  
 E-mail: [international@arabbank.com.jo](mailto:international@arabbank.com.jo)  
[WWW.ARABBANK.COM](http://WWW.ARABBANK.COM)

The Housing Bank  
 Mr. Zuhair Khouri, Chairman  
 Mr. Abd-Al-Qader Dweik, General Manager  
 P.O. Box 7693, Amman 11118, Jordan  
 Telephone: (962) (6) 560-7315  
 Fax: (962) (6) 567-8121  
 E-mail: [HBHO@GO.COM.JO](mailto:HBHO@GO.COM.JO)  
[WWW.ISKANBANK.COM.JO](http://WWW.ISKANBANK.COM.JO)

Cairo-Amman Bank  
 Mr. Yazid Mufti, General Manager  
 P.O. Box 950661, Amman 11195, Jordan  
 Telephone: (962) (6) 461-6910  
 Fax: (962) (6) 464-2890  
 E-mail: [INFO@CA\\_BANK.COM.JO](mailto:INFO@CA_BANK.COM.JO)  
[WWW.CA\\_BANK.COM](http://WWW.CA_BANK.COM)

Arab Banking Corporation/Jordan  
 Mr. Mohammad Al-Mana'i, Chairman  
 Mr. Amer Al-Salti, General Manager  
 P.O. Box 926691, Amman 11110, Jordan  
 Telephone: (962) (6) 566-4183  
 Fax: (962) (6) 568-6291  
 E-mail: [INFO@ABC.COM.JO](mailto:INFO@ABC.COM.JO)  
[WWW.ABC.COM.JO](http://WWW.ABC.COM.JO)

Jordan National Bank

Mr. Rajai Muasher, Chairman, General Manager  
 P.O. Box 3103, Amman 11181, Jordan  
 Telephone: (962) (6) 562-2282  
 Fax: (962) (6) 562-2281  
 E-mail: [JNB@GO.COM.JO](mailto:JNB@GO.COM.JO)  
[WWW.AHLI.COM](http://WWW.AHLI.COM)

Bank of Jordan  
 Mr. Tawfiq Fakhoury, Chairman  
 Mr. Mohammed Jomah, acting General Manager  
 P.O. Box 2140, Amman 11181, Jordan  
 Telephone: (962) (6) 569-6277  
 Fax: (962) (6) 569-6291  
 E-mail: [BOJ@GO.COM.JO](mailto:BOJ@GO.COM.JO)  
[WWW.BOJ.COM.JO](http://WWW.BOJ.COM.JO)

Jordan Gulf Bank  
 Mr. Nabil Barakat, Chairman  
 Mr. Fayez Abu Elenin, General Manager  
 P.O. Box 9989, Amman 11191, Jordan  
 Telephone: (962) (6) 560-3931  
 Fax: (962) (6) 566-4110  
 E-mail: [R&D-JGB@FIRSTNIT.COM.JO](mailto:R&D-JGB@FIRSTNIT.COM.JO)

Jordan Kuwait Bank  
 Mr. Abd Al-Kareem Al-Kabarity, Chairman  
 Mr. M. Suheil Tahboub, Deputy Chairman  
 Mr. M. Yasser Al-Asmar, General Manager  
 P.O. Box 9776, Amman 11191, Jordan  
 Telephone: (962) (6) 568-8814  
 Fax: (962) (6) 569-5604  
 E-mail: [WEBMASTER@JKBANK.COM.JO](mailto:WEBMASTER@JKBANK.COM.JO)  
[WWW.JORDAN-KUWAIT-BANK.COM](http://WWW.JORDAN-KUWAIT-BANK.COM)

Union Bank for Savings and Investment  
 Mr. Isam Salfiti, Chairman/General Manager  
 P.O. Box 35104, Amman 11180, Jordan  
 Telephone: (962) (6) 560-7011  
 Fax: (962) (6) 566-6149  
 E-mail: [INFO@UNIONBANKJO.COM](mailto:INFO@UNIONBANKJO.COM)  
[WWW.UNIONBANKJO.COM](http://WWW.UNIONBANKJO.COM)

Jordan Investment and Finance Bank  
 Mr. Nizar Jardaneh, Chairman  
 Mr. Basil Jardaneh, General Manager  
 P.O. Box 950601, Amman 11195, Jordan  
 Telephone: (962) (6) 566-5145  
 Fax: (962) (6) 568-1410  
 E-mail: [JIFBANK@INDEX.COM.JO](mailto:JIFBANK@INDEX.COM.JO)  
[WWW.JIFBANK.COM](http://WWW.JIFBANK.COM)

Arab Jordan Investment Bank  
 Mr. Abdel Kader al-Qadi, Chairman  
 Mr. Hani al-Qadi, General Manager



P.O. Box 8797, Amman 11121, Jordan  
 Telephone: (962) (6) 560-7126  
 Fax: (962) (6) 568-1482  
 E-mail: [SUHAIL54@FIRSTNET.COM.JO](mailto:SUHAIL54@FIRSTNET.COM.JO)  
[WWW.AJIB.COM](http://WWW.AJIB.COM)

Philadelphia Bank  
 Mr. Issa Musbah Al-Kathemi, Chairman  
 Mr. Nimer Wadlied Al-Shakn'a, General Manager  
 P.O.Box 925993, Amman 11110, Jordan  
 Telephone: (962) (6) 566-3141  
 Fax: (962) (6) 568-3247  
 E-mail: [PIBLRS@JO.COM.JO](mailto:PIBLRS@JO.COM.JO)  
[WWW.PHILIBANK.COM](http://WWW.PHILIBANK.COM)

Middle East Investment Bank  
 Acting Manager  
 P.O.Box 560, Amman 11118, Jordan  
 Telephone: (962) (6) 569-5470  
 Fax: (962) (6) 569-3410

Export and Finance Bank  
 Mr. Mohammed Ali/Khaldoun Al-Hosary, Chairman  
 Mr. Hagop Banayan, Acting General Manager  
 P.O.Box 941283, Amman 11194, Jordan  
 Telephone: (962) (6) 569-4250  
 Fax: (962) (6) 569-2062  
 E-mail: [INFO@EFBANK.COM.JO](mailto:INFO@EFBANK.COM.JO)  
[WWW.EFBANK.COM.JO](http://WWW.EFBANK.COM.JO)

Industrial Development Bank  
 Mr. Saad Tal, Chairman  
 Mr. Tayseer Wahbeh, General Manager  
 P.O. Box 1982, Amman, Jordan  
 Telephone: (962) (6) 464-2216  
 Fax: (962) (6) 464-7821

Jordan Islamic Bank  
 Mr. Mahmoud Hassoubah, Chairman  
 Mr. Moussa Shehadeh, General Manager  
 P.O. Box 926225, Amman 11110, Jordan  
 Telephone: (962) (6) 566-6326  
 Fax: (962) (6) 566-6326  
 E-mail: [JIB@ISLAMICBANK.COM](mailto:JIB@ISLAMICBANK.COM)  
[WWW.JORDANISLAMIC.COM.JO](http://WWW.JORDANISLAMIC.COM.JO)

Amman Stock Exchange  
 Mr. Jalil Tarif, Director General  
 P.O. Box 212466, Amman 11121, Jordan  
 Telephone: (962) (6) 566-4109/566-4081  
 Fax: (962) (6) 566-4071  
 E-mail: [EXCHANGE@GO.COM.JO](mailto:EXCHANGE@GO.COM.JO)

[WWW.AMMANSTOCKEX.COM](http://WWW.AMMANSTOCKEX.COM)

Jordan Securities Commission (JSC)  
Mr. Bassam Al-Saket, Executive Chairman  
P.O. Box 8802, Amman, Jordan  
Telephone: (962) (6) 560-7171  
Fax: (962) (6) 568-6830  
[WWW.JSC.GOV.JO](http://WWW.JSC.GOV.JO)

Securities Depository Center (SDC)  
Mr. Samir Jaradat, Director  
P.O. Box 212465, Amman 11121, Jordan  
Telephone: (962) (6) 567-2788  
[WWW.SDC.COM.JO](http://WWW.SDC.COM.JO)

Institute of Banking Studies  
Mr. Adib Haddad, Dean  
P.O. Box 1378, Amman 11953, Jordan  
Telephone: (962) (6) 553-6395  
Fax: (962) (6) 553-2199  
E-mail: [GENERALDIRECTOR@IBS.EDU.JO](mailto:GENERALDIRECTOR@IBS.EDU.JO)  
[WWW.IBS.EDU.JO](http://WWW.IBS.EDU.JO)

Arab Credit and Commercial Information  
Ms. Rasha Baalbaki, Commercial Department  
Amman, Jordan  
Telephone: (962) (6) 568-3798/9  
Fax: (962) (6) 568-3791  
E-mail: [INFO@ACS.COM.JO](mailto:INFO@ACS.COM.JO)

Washington-based U.S. Government Contacts

-----  
TPCC Trade Information Center / Washington  
Telephone: 1-800-USA-TRADE

Doug Bell  
Desk Officers for Jordan, Syria and Lebanon  
NEA/ARN, Department of State  
Washington, DC 20520  
Telephone: (202) 647-1058  
Fax: (202) 647-0989

Paul Thanos  
Jordan Desk Officer  
Office of the Near East  
Department of Commerce  
Washington, DC  
Telephone: (202) 377-1870  
Fax: (202) 377-0878

Paul Hoffman  
Area Officer  
Department of Agriculture  
Washington, DC  
Telephone: (202) 720-7053  
Fax: (202) 720-6063

Overseas Private Investment Corporation (OPIC)  
1100 New York Avenue, N.W.  
Washington, D.C. 20527  
Telephone: (202) 336-8799  
Fax: (202) 408-9859  
WWW.OPIC.GOV

Export-Import Bank  
811 Vermont Avenue, N.W.  
Washington DC 20571  
Telephone: (800) 565-3946 or (202) 565-3946  
Fax: (202) 565-3380  
WWW.EXIM.GOV

#### Other Relevant Contacts

-----

Jordanian Embassy, WASHINGTON  
Mr. Samir Mansour (JEDCO)  
3504 International Drive, N.W.  
Washington DC 20008  
Telephone: (202) 966-2664  
Fax: (202) 244-0239  
E-mail: jordancntr@aol.com  
WWW.JORDANEMBASSYUS.ORG

National U.S. Arab Chamber of Commerce  
1100 New York Avenue, N.W.  
East Tower, Suite 550  
Washington, DC 20005  
Telephone: (202) 289-5920  
Fax: (202) 289-5938  
WWW.NUSACC.ORG

#### Other Relevant Web-Sites:

##### U.S. Government

-----

U.S. Embassy, Amman, Jordan  
WWW.USEMBASSY-AMMAN.ORG.JO

American Business Center web-site:  
WWW.USEMBASSY-AMMAN.ORG.JO/WWWHCOM.HTML

U.S. State Department  
[WWW.STATE.GOV](http://WWW.STATE.GOV)

U.S. Customs Department  
[WWW.CUSTOMS.USTREAS.GOV](http://WWW.CUSTOMS.USTREAS.GOV)

U.S. trade and development agency  
[WWW.TDA.GOV](http://WWW.TDA.GOV)

U.S. foreign agricultural service  
[WWW.FAS.USDA.GOV](http://WWW.FAS.USDA.GOV)

Jordanian Government  
-----

National Information Center, Amman, Jordan  
[WWW.NIC.GOV.JO](http://WWW.NIC.GOV.JO)

Royal Scientific Society  
[WWW.RSS.GOV.JO](http://WWW.RSS.GOV.JO)

Ministry of Tourism & Antiquities  
[WWW.MOTA.GOV.JO](http://WWW.MOTA.GOV.JO)

Jordan Customs Department  
[WWW.CUSTOMS.GOV.JO](http://WWW.CUSTOMS.GOV.JO)

Petra (Jordanian government news agency)  
[WWW.PETRA.GOV.JO](http://WWW.PETRA.GOV.JO)

Jordan Telecommunications Company  
[WWW.JTC.COM.JO](http://WWW.JTC.COM.JO)

Telecommunications Regulatory Commission  
[WWW.TRC.GOV.JO](http://WWW.TRC.GOV.JO)

Ministry of Post & Communications  
[WWW.MOPC.GOV.JO](http://WWW.MOPC.GOV.JO)

Jordan Department of Statistics  
[WWW.DOS.GOV.JO](http://WWW.DOS.GOV.JO)

Jordan Civil Aviation Authority  
[WWW.JCAA.GOV.JO](http://WWW.JCAA.GOV.JO)

Links to other Jordanian government ministries  
[WWW.NIC.GOV.JO](http://WWW.NIC.GOV.JO)

Jordanian Organizations and Businesses  
-----

Amman Financial Market (stock exchange)  
[WWW.ACCESS2ARABIA.COM/AFM](http://WWW.ACCESS2ARABIA.COM/AFM)

Jordanian Association of Manufacturers of Pharmaceuticals and Medical Appliances  
(JAPM)

[WWW.JAPM.COM](http://WWW.JAPM.COM)

Jordan Exporters and Producers Association for Fruit and Vegetables

[WWW.ACCESS2ARABIA.COM/JEPAFV](http://WWW.ACCESS2ARABIA.COM/JEPAFV)

Arab Potash Company

[WWW.NIC.GOV.JO/INDUSTRY/APC](http://WWW.NIC.GOV.JO/INDUSTRY/APC)

The Jordan Times

[WWW.ACCESS2ARABIA.COM/JORDANTIMES](http://WWW.ACCESS2ARABIA.COM/JORDANTIMES)

The Star

[WWW.STAR.ARABIA.COM](http://WWW.STAR.ARABIA.COM)

Jordan University of Science and Technology

[WWW.JUST.EDU.JO](http://WWW.JUST.EDU.JO)

Yarmouk University

[WWW.YU.EDU.JO](http://WWW.YU.EDU.JO)

University of Jordan

[WWW.JU.EDU.JO](http://WWW.JU.EDU.JO)

Interarab Investment Fund

[WWW.INTERARAB.COM.JO](http://WWW.INTERARAB.COM.JO)

JTMS-Fastlink (mobile phones)

[WWW.JMTS-FASTLINK.COM](http://WWW.JMTS-FASTLINK.COM)

Kawar Group

[WWW.KAWAR.COM](http://WWW.KAWAR.COM)

The Unified Company for Organizing Land Transport

[WWW.UNIFIED.COM.JO](http://WWW.UNIFIED.COM.JO)

Nabresco (land transport)

[WWW.NABRESCO.COM.JO](http://WWW.NABRESCO.COM.JO)

Miscellaneous

-----

His Majesty The Late King Hussein's Web Page

[WWW.KINGHUSSEIN.GOV.JO](http://WWW.KINGHUSSEIN.GOV.JO)

Her Majesty Queen Noor's Web Page

[WWW.NOOR.GOV.JO](http://WWW.NOOR.GOV.JO)

Baladna (general interest site)

[WWW.BALADNA.COM.JO](http://WWW.BALADNA.COM.JO)

Jordan's Yellow Net  
[WWW.MIDEASTWEB.COM/YELLOW](http://WWW.MIDEASTWEB.COM/YELLOW)

Primus/CNS (general interest)  
[WWW.CNS.COM.JO](http://WWW.CNS.COM.JO)

Arabia Online  
[WWW.ARABIA.COM](http://WWW.ARABIA.COM)

Trade Point Development Center Association  
[WWW.IEBB.COM](http://WWW.IEBB.COM)

## XII. MARKET RESEARCH AND TRADE EVENTS

### APPENDIX F: MARKET RESEARCH

U.S. firms interested in identifying competent market research firms in Jordan are advised to contact the American Business Center with their inquiries.

### APPENDIX G: TRADE EVENTS SCHEDULED FOR FY 2000 /2001

25 - 28 September, 2000	Middle East Technology Show (METS) at the Zara Expo Organized by: Jordan Computer Society Tel: (962) 6-568-3549 Fax: (962) 6-568-3549
October, 2000	Motor Show 2000 at the Amman International Motor Show Organized by: AIMS Tel: (962) 6-571-4211 Fax (962) 6-571-5311
March, 2001	9 <sup>th</sup> Annual American Computer Show Organized by: American Business Center Embassy of the United States of America

For further information, contact the American Business Center at the U.S. Embassy in Amman:

TEL: (962) 6-592-0101, ext. 2632  
 FAX: (962) 6-592-0146

Note: Event schedule subject to change; contact show organizers for precise dates and event information.